Corporate Overview (Continued)

Pomeroy Computer Resources has direct and indirect channels for key product allocations, i.e. Dell, Cisco, Apple, Hewlett-Packard, IBM, Toshiba, Compaq, Canon and other major manufacturers. Multi-sourcing key product for customers enhances availability, order accuracy, and timeliness of delivery. Key manufacturer representatives reside on-site and report to our Purchasing Department. We can provide our customers with more accurate, updated information on product allocation, development, and market changes.

There are many variables which need to be considered when trying to reduce and/or manage the up front cost of equipment. Uniformity and consistency are two of the biggest components in cost overruns. We can help you manage these costs by setting standards, and trying to leverage the manufacturers involved and negotiating consistent, competitive pricing. Consistent product purchases across different departments and even different divisions allows your IT staff to become proficient at fewer product lines. The fewer number of product sets that need to be supported within your network infrastructure, the lower your total cost of ownership will be in the long run.

Our purchasing power is on a par with any competitor, yet our size allows us to be flexible with our clients. We do not try to fit a customer into our offerings. We develop custom scenarios based on each client's specific needs. This can range from procurement and configuration, to services and locating service depots and/or resources where they make the most sense for the client. We listen to your needs/pains, and develop key offerings that can allow your agency/organization to maximize its IT budget.

Des Moines Branch

The Des Moines Branch of Pomeroy is the largest Direct Reseller in Iowa, and generated $65 Million Revenues in 1999 including $6 Million in Services. Pomeroy employs over 125 employees in the Des Moines branch. This branch services many sectors of the business environment including: the corporate sector – large, medium, and small-sized customers; the government sector – city, county, state, and federal accounts; and the educational sector – public & private schools, colleges, and universities. Our sales, technical, and administrative staff are highly experienced with a wide variety of customers.

In the Des Moines branch, there are 125 employees with 64% of them being technical. Providing excellent service and support is critical. That is why we have dedicated over 50% of our staff as technical resources for our customers. This means that the Des Moines Independent Community School District will have over 15 certified systems engineers and 65 technicians at your disposal to ensure the security and integrity of your networks.

VI. Required Elements (Information to Accompany Bid)

- **Key contact information for the vendor related to its proposal.**

Response:

David Mueller, dmueller@pomeroy.com. Education Marketing
Representative. Primary contact for all product procurement and
services. 515-241-3007.

Jeff Reynolds, jreynold@pomeroy.com. Business Services Manager.
Escalation contact for networking service issues.
515-241-3095.

Todd Bogenrief, tbogenri@pomeroy.com. Vice President & General Sales
Manager. Escalation contact for sales or service issues.
515-241-3011.

Upon award of contract, contacts for dispatch, accounts payable, etc. will
be given to Des Moines Independent Community School District.

Pomeroy has 65 technicians and 15 systems engineers in the State of Iowa
which may be used or dedicated to the Des Moines Independent
Community School District. The additional skill sets of our
national technical staff of over 1200 professionals can be utilized as
needed.

- **Labor rates for various human resources will be described and defined in detail.**

Response:
Standard Hours of Operation: 8AM – 5PM Monday – Friday
7 x 24 support available   5PM – 10PM Monday – Friday (1.5 x rate)
                              After 10PM or Weekend/Holiday Support (2 x rate)

Pomeroy Computer Resources - Technical Services Pricing

	Experience	Required Certifications	
Level I Technician	Repair of PC's, Printers Deployments Hardware/Software Installs	A+	$50/hr
Level II Technician	Repair of PC's, Printers All Hardware/Software Installs 2 years experience	A+	$55/hr
Level III Technician	Hardware/Software Configuration Team Leader 2.5 years experience	A+ Various Mfg Certifications	$65/hr
Systems Engineer I	Administer Networks including software & LAN installations Establish & troubleshoot network connections	A+, CNA Various Mfg Certifications	$75/hr
Systems Engineer II	Install, configure, & troubleshoot network hardware & software Team Lead Consulting/Project Management 3 years experience	MCSE or CNE	$85/hr
Senior Systems Engineer	Design Networks WAN installations LAN/WAN configuration Establish & Troubleshoot Network, Hardware, Software Team Lead Consulting/Project Management 7 years experience	MCSE I CNE MCNE Cisco (CCNA, CCNP)	$95/hr
Senior Systems Specialist	Specialized Capability Team Lead Consulting/Project Management	MCSE +I Cisco (CCNP, CCIE) CA - CNE PMI or UNIX	$125/hr

- **Description of personnel, both local and regional, that would be available to DMPS projects, should be described.**

Response:

Pomeroy Computer Resources maintains a highly trained staff of 65 Service Technicians and 15 Systems Engineers. Pomeroy guarantees that any technician assigned to the DMPS account will have A+ certification and will be warranty authorized for the equipment purchased from Pomeroy by the DMPS. If a project requires additional skill sets that are not held by the PCR – Des Moines branch, national resources will be utilized.

Des Moines – Local Certifications include:
A+ certified Technicians
Dell Desktop Warranty Basics certified Technicians
Apple Desktop Warranty certified Technicians
HP Desktop & Printer Authorized Technicians
Compaq Warranty Authorized Technicians
Novell Netware Certified Network Engineers (CNE), (MCNE)
Microsoft Certified Systems Engineers (MCSE), (MCSE +I)
Microsoft Certified Professionals (MCP)
Compaq Accredited Systems Engineers (ASE)
Cisco Certified Systems Engineers (CCNA. CCNP)

National Pomeroy Certifications include:
1200+ technical professional staff
550+ technicians
650+ systems engineers
44+ CNE   74+ MCSE   78+ MCP   34+ ASE
6+ CCIE   40+ CCNP   92+ CCNA   11+ CCDP, 15+ CCDA

Any additional information will be supplied upon request

- **One to three references, preferably from other school districts or from other enterprises with networks of similar scope and architecture, shall be provided.**

Response:

See Attachment A

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- **Description of the procurement strategy to be used if vendor is asked to purchase materials at the request of DMPS.**

Response:

Currently fax requests are delivered upon receipt to the Education Marketing Executive and in their absence the inside sales contact. Pricing requests via email are opened upon receipt. We prefer to setup a specific mail address such as DMPS@Pomeroy.com that will get automatically routed to the dedicated contacts for your account. The quote will be returned via the method of receipt within eight business hours, otherwise we will notify the person requesting the quote via email of the cause for the delay, and the expected time frame to complete the quote.

Pomeroy Computer Resources is a State of Iowa contract holder for the product lines of: IBM. HP. Compaq. and Toshiba (laptops. desktops, servers. accessories); HP, Canon. Panasonic, and Lexmark printers; and Cisco products. PCR also had direct relationships with Dell, Cisco, HP, Citrix. Compaq. IBM, etc.

Pomeroy Computer Resources offers a wide variety of manufacturers' products. Pricing for items not included on the state contracts will be quoted at cost plus 7%. On-line order processing and order tracking system can be made available to DMPS.

Currently we track all orders in our ERP system, however, we have developed a spreadsheet that we populate with order information including ETA to our location. When the product does not arrive by the predetermined ETA, we work with the Distributor/Manufacturer to determine the appropriate arrival date. We utilize direct relationships with Manufacturers. as well as all Distribution Channel options to facilitate the best product availability possible. Pomeroy is not limited to any distribution channel. but sources from multiple resources as needed.

- **Indication of why the vendor is best suited to work with DMPS in our mission to improve student achievement.**

Response:

Pomeroy's philosophy has been to enter into **"partnering"** relationships with our customers. This involves getting to know the IT environment, personnel. business objectives. and computing procedures. As our customers' needs evolve, so do our offerings. Our strategy is to "grow with our customers", and our greatest strength lies in our ability to accurately plan and execute a strategy which will position us as the single source provider of choice to our customers.

Our strongest asset at PCR is **experience**. We have established ourselves as the nation's and Central Iowa's premier provider of computer products and technical services. Our years of experience and strategic partnerships provide us with the established relationships necessary to facilitate successful projects for our clients.

The Education and Government customer is a prime **focus** for PCR and comprises 40% of total revenues. In our Des Moines branch, we have dedicated individuals to handle the unique needs of the education and government markets.

Our **network consulting and implementation expertise** has provided a level of value and service to our customer's over the years. We have developed and implemented solutions for clients of all sizes. Our networking expertise includes:

- ... Windows 2000 deployment
- ... Wireless solutions
- ... Network security & firewall solutions
- ... Active Directory services
- ... Asset discovery services
- ... Remote access solutions
- ... Exchange 2000 planning & implementation
- ... Project management
- ... Clustering technologies
- ... Implemented storage area networks
- ... Managed LAN/WAN infrastructures
- ... Provided asset disposal/end of lease services

PCR maintains a technical professional staff of over 1200 - 550 technicians and over 650 systems engineers nationwide with 80 technical professionals in the Des Moines marketplace.

Our business has been built on custom, **flexible** solutions. One of our strengths is to perform a knowledge transfer to our clients so that they are not reliant upon our services to manage their systems moving forward.

When entering into a business relationship, one of the critical factors to consider is **the stability of your partner** - stability from both an operational and a financial perspective. Your partner's ability to execute is directly related to their stability as a company. Pomeroy Computer Resources has been recognized by both industry and financial analysts as one of the premier providers of computer products and services in the nation.

Industry analysts and vendors recognize Pomeroy's operational efficiencies in the inventory management, EDI and quality assurance initiatives. These key factors contribute to PCR's **consistent performance** accomplishments as compared to their industry peers.
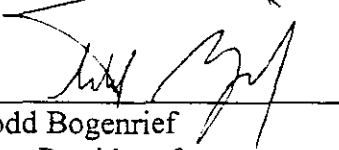
Financially, Pomeroy is unparalleled in their strong balance sheet and consistent performance against industry analyst's expectations. Pomeroy has not missed an analyst's projection since its initial IPO in 1992. No other publicly traded integration organization can demonstrate this type of consistency. Pomeroy's strong financial position lowers its cost of capital thereby passing additional savings on to our clients. Pomeroy's position as the **lowest cost provider** in the industry is crucial to our continued industry leading growth rate.

PCR has been providing quality products and services for the last **18 years**. We are continually in the process of acquiring service providers throughout the nation. These acquisitions have flourished with the addition of our capital and distribution capabilities.

- **Agreement to the terms and conditions required for the contract, including a signed statement agreeing to meet the vendor requirements of the USF program.**

Response:

Pomeroy Select Integration Solutions, Inc. understands and will comply with all sections noted on Pages 1 – 10 of RFP 00-48.

_____   _____
Todd Bogenrief   Jeff Reynolds
Vice President &   Business Services Manager
General Sales Manager

- **Evidence that the vendor understands the unique requirements associated with installing and maintaining an instructional computing network in a public K-12 school.**

Response:

Pomeroy Computer Resources recognizes the culture and unique requirements that must be addressed when working in a public K-12 school. **Security, timeliness, consistency, flexibility, customer service,** and **educational opportunities** are all key components in a working relationship between our organizations.

Security - Safety of students is of utmost importance to DMPS. PCR will require that our technicians can easily be identified while working at one of the DMPS buildings. Nametags and PCR shirts will be worn by all technicians and systems engineers. Appropriate logging of sign ins/sign outs at the offices of each building can be part of the normal workflow process.

Timeliness - It is important that your network be maintained in the best working order available. Our technicians and systems engineers will be prompt and follow all schedules created between both parties. If an absence should be necessary, a process will be put in place whereby DMPS is notified by 8:30 AM.

Consistency - Employee Retention - Much of PCR's success can be attributed to the ability to recruit and retain the brightest, hard-working, and honest engineers in the region. PCR developed a program, Texcellence, which rewards technical professionals for their hard work and achievements. The Texcellence program provides technical professionals with incentives including tenure awards, performance-based awards, educational training plans, cash bonus, and enhanced employee stock purchase plans. We know that consistency with our technical staff is important to your business and ours. DMPS will be involved in the decision process of personnel. PCR will do our best to provide the same technicians and engineers so that the environmental learning curve is minimal.

Flexibility - The best laid plans of mice and men... do change. . Pomeroy believes in "partnering" with our customers. Our goal is not to find 10 new customers, but to maintain and grow long-term relationships with our existing partners. As we have done in the past with all of our technical service customers, we will remain open and flexible to changes in plans and direction.

Customer Service - Quality customer service is a key component of PCR's technical services. Our technicians will adapt to the culture of your environment and keep themselves in the background when in classrooms or other places where students are being taught. They will be courteous to all faculty and work with faculty to get the job done in the best manner possible.

Educational Opportunities – PCR will look for opportunities whereby students can observe, participate, and learn basic technology solutions. At the direction of DMPS management, students can be trained to learn basic PC repair and networking skills.

- **Attached to the narrative will be a completed USF Eligible Services form. The form is included with RFP 00-48 as Attachment 1.**

Response:

See Attachment B.

Attachment A
References

#1 West Virginia 7-12 SUCCESS Project

Contact: Kathy Boone
             1-304-558-3538
             kboone@access.k12.wv.us

Description: Pomeroy Computer Resources is currently in its fourth year of providing products and services for the West Virginia 7-12 SUCCESS Project. This project includes the installation of over $35,000,000 of computers, cabling, network infrastructure, and curriculum software. Our mission is to integrate technology and technology-based learning in grades 7-12. PCR provides total system integration for this project.

#2 Commonwealth of Kentucky

Contact: Kathryn McCroskey Lyles
             1-502-564-4510 x239
             Kathryn.Lyles@mail.state.ky.us

             Damon M. Jackey
             1-502-564-2020 x243
             djackey@kde.state.ky.us

Description: For the past five years, Pomeroy Computer Resources has been providing goods and services to the Commonwealth of Kentucky under the KETS (Kentucky Educational Technology System) contract. Under the KETS contract, PCR provides multi-vendor products and services to all Kentucky school districts and the Kentucky Department of Education. Services include installation of hardware, software, cabling, and network infrastructure.

#3 Sauer-Danfoss, Inc.

Contact: Susan Parker, Team Leader
515-239-6541
sparker@sauer-danfoss.com

Description: PCR worked with the Information Systems team at Sauer-Danfoss to help them develop national standards for their operating system, storage solutions, remote access solutions, servers, desktops, other hardware, and software. A national rollout of these products and services took place over a one-year period. PCR trained the Sauer-Danfoss IS staff and interns so that they could manage and implement future systems.

Attachment B

RFP 00-48 E-Rate Internal Connections Services Vendor Survey   SPIN #143005447

Internal connections are a component of the institution's internal connections only if that piece of equipment is necessary to transport information all the way to the individual classroom. They are connections between or among multiple instructional buildings that comprise a single school campus or multiple non-administrative buildings that comprise a single library branch, but do not include connections that extend beyond that single school campus or library branch.

Directions:

Following is a list of e-rate eligible network related services. Please indicate by marking the appropriate code in column 1, your company's ability related to the service.

Code

C - Core - Providing this service is a core competency of our business

S - Secondary - Our Company can provide for this service, but it is not considered a core part of our business

N - Not provided - This service is not provided by our company

Code: C, S, or N	Item	Description
C	Address Blocking Unit	A Packet Switching device that directs workstations to talk to a particular server during boot up of the LAN network which allows for the terminals to be booted from the server they have been designated to talk to by the Address Blocking unit.
N	Automatic Route Selection (ARS)	Automatic Route Selection (ARS) is a PBX and Centrex service that allows for automat selection of the most efficient and cost effective route. It may also be referred to as "leas cost routing". By using the ARS feature, PBX and Centrex stations are routed to the mo: cost efficient service, or facilities, to make outgoing telephone calls. The cost of the equipment required to provide ARS is eligible for discount.
C	Channel Service Unit (CSU) Data Service Unit (DSU)	A device to terminate a digital channel at a customer premises. It performs certain line coding, line conditioning and equalization functions, and responds to loop back commands sent from the telephone company central office. A CSU sits between the digital line entering the customer premises from the central office and devices such as channel banks or data communications devices.
C	Communications Server	The communications server is a type of gateway that translates the packetized signals of LAN to asynchronous signals, usually used on telephone lines. It allows nodes on a LA` to share modems, or host connections
S	Connector	A device that electrically connects wires or fibers in cable to equipment, or other wires ‹ fibers. A connector at the end of a telephone cable or wire is used to join that cable to another cable with a matching connector or to some other telecommunications device.
C	Data Equipment Miscellaneous	Including, but not limited to: Channel Banks, Digital Cross Connects and Network Servers (including necessary **operating system software**),(see Personal Computer)
C	File Transfer Protocol File	Transfer Protocol, which is used to connect file servers on a LAN, is eligible for discounts. Yes 460 FRAD Short for Frame Relay Assembler/Disassembler, the FRAD is a communications device that breaks a data stream into frames for transmission over a Frame Relay network and recreates a data stream from incoming frames. A Frame Relay router serves the same purpose but provides more intelligence in avoiding congestion. As a component of Internal Connections, FRADs are eligible for discount.
C	LAN	A LAN is a short distance data communications network used to link together computers and peripheral devices under some form of standar‹ control. The LAN is most often connected by customer provided links, o: telecommunications paths, within the same building.

The LAN must meet the definition of internal connections which is defin€ as necessary to transport information all the way to individual classrooms. |

Following is a list of e-rate eligible network related services. Please indicate by marking the appropriate code in column 1, your company's ability related to the service.

Code

C - Core - Providing this service is a core competency of our business

S - Secondary - Our Company can provide for this service, but it is not considered a core part of our business

N - Not provided - This service is not provided by our company

Code: C, S, or N	Item	Description
C	Line Sharing Device	Line Sharing Devices are devices that allow multiple users to share a common network resource in a multipoint environment. The Line Sharing Devices manage the contention of users for the resource, ensures only one user is connected at a time and all users have an opportunity to have access to the resource. A typical application would be a computer with a single communications port, and multiple remote site controllers with individual modems at each location. While modems used with the Line Sharing Device are not eligible, the Device is eligible for discount.
S	Media Converter	A media converter is a module that converts media to media for network compatibility. The actual media can be various forms of communication, fiber to copper or stranded pair. FX to TX is a more common translation.
C	Medium Access Unit (MAU)	MAU's are used to terminate each end of a 10Base-T link. As such, it accommodates two wire pairs, one pair for transmitting the Ethernet signal and the other pair for receiving it. The 1- Base-T standard describes seven basic functions performed by the MAU. The transmit, receive, collision detection and loopback functions direct data transfer through the MAU. The jabber detect, signal quality error test and link integrity functions define ancillary services provided by the MAU.
N	Private Branch Exchange (PBX) (wired & wireless)	A switching system, either manual or dial, usually serving an organization such as a business company or a government agency and usually located on the customer's location. The PBX provides internal station to station dialing and optional access to the public switched network.
C	Routers	Routers are switching devices that can act as an interface between two networks and connect different segments such as departments, or floors in a building. Functionally, routers select the routing path for traffic, may provide network management capabilities, such as load balancing and provide trouble shooting diagnostic capabilities.
C	Servers	A computer or device on a network that manages network resources. For example, a file server is a computer and storage device dedicated to storing files. Any user on the network can store files on the server. Domain Name Server "E" Mail Server File Server Communications Server Terminal Server Web Server
C	SNMP	System Management Module Simple Network Management Protocol adapter that allows for SNMP to be introduced into the Ethernet network to manage devices and their interaction with TCP/IP.
C		Operational Software – software required for server operations.
C		"E" Mail. E-Mail Software, which operates an E-Mail server, is eligible for discounts.

Code: C, S, or N	Item	Description
N	Switchboard	The operation of a PBX requires the use of a switchboard or console for the transfer of incoming calls to the appropriate extension when systems are not equipped with Direct Inward Dialing. Centrex systems also use a switchboard, or console, for this operation although they are not always required since Centrex provides direct inward dialing capability to the station user.

Code: C, S, or N	Item	Description
C	Terminal Server	A small, specialized network computer that connects many terminals to a LAN through one network connection. A terminal server has a single network interface and multiple ports for terminal connections. It allows many terminals to be connected to a host via a single existing LAN cable rather than a variety of point to point cables.
S	Transceiver	A transceiver is a device that transmits and receives analog or digital signals. The term is used most frequently to describe the component in local area networks (LANS) that actually applies signals onto the network wire and detects signals passing through the wire. For many LANs, the transceiver is built into the network interface card (NIC), while others require an external transceiver.
S	TX to FX Converter	460 The TX to FX Converter is a cable converter that converts copper connection to a fiber connection.
C	Web Server	A Web server is a computer which is connected to the Internet or Intranet, stores document files and displays them to users when accessing the server via http or hypertext transfer protocol. Web server software loaded onto a file server provides the same function. Every Web server has an IP address and possibly a domain name. The server fetches the page named *index.html* and sends it to the browser. Any computer can be turned into a Web server by installing server software and connecting the machine to the Internet. Wire Manager Wire Managers are wire restraints to house/arrange wiring and cabling. They can be aluminum or plastic and may be rack mountable.
N	Wireless PBX Adjunct	An adjunct that functions in conjunction with a Private Branch Exchange, to provide wireless capability to the station end.
N	Wiring, Internal	Including, but not limited to: cable (copper/fiber/coax), bays, jacks, blocks, panels, and terminals. Included in this category is all wiring and cable necessary to transport information all the way to individual classrooms. Wiring may also include Category 5 type of wiring.

Item 21 Attachment # USFATCH0104

for
USF FORM 471 #DMPS4710101

Directions:

Following is a list of e-rate eligible network related services to be provided by Graybar Electric.

Item	Description
Connector	A device that electrically connects wires or fibers in cable to equipment, or other wires or fibers. A connector at the end of a telephone cable or wire is used to join that cable to another cable with a matching connector or to some other telecommunications device.
Data Equipment Miscellaneous	Including, but not limited to: Channel Banks, Digital Cross Connects and Network Servers (including necessary **operating system software**),(see Personal Computer)
Line Sharing Device	Line Sharing Devices are devices that allow multiple users to share a common network resource in a multipoint environment. The Line Sharing Devices manage the contention of users for the resource, ensures only one user is connected at a time and all users have an opportunity to have access to the resource. A typical application would be a computer with a single communications port, and multiple remote site controllers with individual modems at each location. While modems used with the Line Sharing Device are not eligible, the Device is eligible for discount.
Medium Access Unit (MAU)	MAU's are used to terminate each end of a 10Base-T link. As such, it accommodates two wire pairs, one pair for transmitting the Ethernet signal and the other pair for receiving it. The 1- Base-T standard describes seven basic functions performed by the MAU. The transmit, receive, collision detection and loopback functions direct data transfer through the MAU. The jabber detect, signal quality error test and link integrity functions define ancillary services provided by the MAU.
Routers	Routers are switching devices that can act as an interface between two networks and connect different segments such as departments, or floors in a building. Functionally, routers select the routing path for traffic, may provide network management capabilities, such as load balancing and provide trouble shooting diagnostic capabilities.

GraybaR

600 East Fourth Street
Des Moines, Iowa 50309

Phone: 515 243-8611
       800-333-8611
Fax : 515 244-0147
E-Mail: terry.alexander@gbe.com

Terry Alexander
Sr. Sales Rep.   January 4, 2001

To: Des Moines Independent Community School District
     Division of Purchasing
     1801 16th Street
     Des Moines, IA 50314
     Attn. Donald Frye

Subject: RFP 00-48

Graybar Electric Company, Inc. is pleased to present this Proposal. If you have any questions regarding this, please get a hold of me at the above listed numbers.
Graybar's function to Des Moines Schools would be to supply product when needed. We are not involved in the installation and maintenance business. Graybar has a contract with the Iowa Communication Network to supply material. The contract number is; **97-002GBR.** Graybar has been involved with the USF program since year one. Graybar's SPIN # is **143005247.**

Required Elements

1. Contact Information: Joe White – Customer Service Representative – Joe handles all areas involving customer service. He is normally in the office from 8:00am until 5:00pm everyday. Terry Alexander – Senior Sales Representative – I handle quotations, new product demos, training, and site visits. You can get a hold of Joe or I at the above listed numbers.

2. Labor Rates – Graybar is not in the installation or service business, so we do not have any need for hourly rates.

3. Personal – The local personal are mentioned in point number 1. We have the following personal available in Minnesota at no charge; Registered Communications Distribution Designer.

4. References – Iowa Communications Network (Randy Goddard; 515-725-4715)
               Iowa Department of Transportation (Troy Carlson; 515-239-1223)
               Johnston Community Schools (Dennis Yoshamia; 515-278-0470)

5. Procurement – This is the core of our business. We warehouse material for Manufactures and resell this material to organizations like Des Moines Schools. This is the main function we would have with the Des Moines Schools District.

1

6. Graybar is a Comm/Data & Electrical Distributor with a stocking location in Des Moines, IA. This would allow for quick delivery of material.

7. Graybar is in agreement with the terms & conditions in this Request for Proposal 00-48. Graybar agrees to meet the vendor requirements of the USF program.

8. This point does not apply to Graybar.

9. The USF Eligible Services form is attached on the following pages.

Thank you,

Terry Alexander

RFP 00-48 E-Rate Internal Connections Services Vendor Survey

Internal connections are a component of the institution's internal connections only if that piece of equipment is necessary to transport information all the way to the individual classroom. They are connections between or among multiple instructional buildings that comprise a single school campus or multiple non-administrative buildings that comprise a single library branch, but do not include connections that extend beyond that single school campus or library branch.

Directions:
Following is a list of e-rate eligible network related services. Please indicate by marking the appropriate code in column 1, your company's ability related to the service.

Code
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S - Secondary - Our Company can provide for this service, but it is not considered a core part of our business
N - Not provided - This service is not provided by our company

Code: C, S, or N	Item	Description
N	Address Blocking Unit	A Packet Switching device that directs workstations to talk to a particular server during boot up of the LAN network which allows for the terminals to be booted from the server they have been designated to talk to by the Address Blocking unit.
S	Automatic Route Selection (ARS)	Automatic Route Selection (ARS) is a PBX and Centrex service that allows for automatic selection of the most efficient and cost effective route. It may also be referred to as "least cost routing". By using the ARS feature, PBX and Centrex stations are routed to the most cost efficient service, or facilities, to make outgoing telephone calls. The cost of the equipment required to provide ARS is eligible for discount.
C	Channel Service Unit (CSU) Data Service Unit (DSU)	A device to terminate a digital channel at a customer premises. It performs certain line coding, line conditioning and equalization functions, and responds to loop back commands sent from the telephone company central office. A CSU sits between the digital line entering the customer premises from the central office and devices such as channel banks or data communications devices.
S	Communications Server	The communications server is a type of gateway that translates the packetized signals of a LAN to asynchronous signals, usually used on telephone lines. It allows nodes on a LAN to share modems, or host connections
C	Connector	A device that electrically connects wires or fibers in cable to equipment, or other wires or fibers. A connector at the end of a telephone cable or wire is used to join that cable to another cable with a matching connector or to some other telecommunications device.
C	Data Equipment Miscellaneous	Including, but not limited to: Channel Banks, Digital Cross Connects and Network Servers (including necessary operating system software),(see Personal Computer)
C	File Transfer Protocol File	Transfer Protocol, which is used to connect file servers on a LAN, is eligible for discounts. Yes 460 FRAD Short for Frame Relay Assembler/Disassembler, the FRAD is a communications device that breaks a data stream into frames for transmission over a Frame Relay network and recreates a data stream from incoming frames. A Frame Relay router serves the same purpose but provides more intelligence in avoiding congestion. As a component of Internal Connections, FRADs are eligible for discount.
C	LAN	A LAN is a short distance data communications network used to link together computers and peripheral devices under some form of standard control. The LAN is most often connected by customer provided links, or telecommunications paths, within the same building.

The LAN must meet the definition of internal connections which is defined as necessary to transport information all the way to individual classrooms. |

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C	Media Converter	A media converter is a module that converts media to media for network compatibility. The actual media can be various forms of communication, fiber to copper or stranded pair. FX to TX is a more common translation.
C	Medium Access Unit (MAU)	MAU's are used to terminate each end of a 10Base-T link. As such, it accommodates two wire pairs, one pair for transmitting the Ethernet signal and the other pair for receiving it. The 1- Base-T standard describes seven basic functions performed by the MAU. The transmit, receive, collision detection and loopback functions direct data transfer through the MAU. The jabber detect, signal quality error test and link integrity functions define ancillary services provided by the MAU.
C	Private Branch Exchange (PBX) (wired & wireless)	A switching system, either manual or dial, usually serving an organization such as a business company or a government agency and usually located on the customer's location. The PBX provides internal station to station dialing and optional access to the public switched network.
C	Routers	Routers are switching devices that can act as an interface between two networks and connect different segments such as departments, or floors in a building. Functionally, routers select the routing path for traffic, may provide network management capabilities, such as load balancing and provide trouble shooting diagnostic capabilities.
S	Servers	A computer or device on a network that manages network resources. For example, a file server is a computer and storage device dedicated to storing files. Any user on the network can store files on the server. Domain Name Server "E" Mail Server File Server Communications Server Terminal Server Web Server
C	SNMP	System Management Module Simple Network Management Protocol adapter that allows for SNMP to be introduced into the Ethernet network to manage devices and their interaction with TCP/IP.
S		Operational Software – software required for server operations.
S		"E" Mail. E-Mail Software, which operates an E-Mail server, is eligible for discounts.

C	Switchboard	The operation of a PBX requires the use of a switchboard or console for the transfer of incoming calls to the appropriate extension when systems are not equipped with Direct Inward Dialing. Centrex systems also use a switchboard, or console, for this operation although they are not always required since Centrex provides direct inward dialing capability to the station user.

Code: C, S, or N	Item	Description
S	Terminal Server	A small, specialized network computer that connects many terminals to a LAN through one network connection. A terminal server has a single network interface and multiple ports for terminal connections. It allows many terminals to be connected to a host via a single existing LAN cable, rather than a variety of point to point cables.
C	Transceiver	A transceiver is a device that transmits and receives analog or digital signals. The term is used most frequently to describe the component in local area networks (LANS) that actually applies signals onto the network wire and detects signals passing through the wire. For many LANs, the transceiver is built into the network interface card (NIC), while others require an external transceiver.
C	TX to FX Converter	460 The TX to FX Converter is a cable converter that converts copper connection to a fiber connection.
N	Web Server	A Web server is a computer which is connected to the Internet or Intranet, stores document files and displays them to users when accessing the server via http or hypertext transfer protocol. Web server software loaded onto a file server provides the same function. Every Web server has an IP address and possibly a domain name. The server fetches the page named *index.html* and sends it to the browser. Any computer can be turned into a Web server by installing server software and connecting the machine to the Internet. Wire Manager Wire Managers are wire restraints to house/arrange wiring and cabling. They can be aluminum or plastic and may be rack mountable.
C	Wireless PBX Adjunct	An adjunct that functions in conjunction with a Private Branch Exchange, to provide wireless capability to the station end.
C	Wiring, Internal	Including, but not limited to: cable (copper/fiber/coax), bays, jacks, blocks, panels, and terminals. Included in this category is all wiring and cable necessary to transport information all the way to individual classrooms. Wiring may also include Category 5 type of wiring.

Item 21 Attachment # USFATCH0106

for
USF FORM 471 #DMPS4710101

DES MOINES PUBLIC SCHOOLS

Greg Davis
Deputy Director
Support Services

January 17, 2001

Terry Alexander
600 East Fourth St
Des Moines, IA 50309

Dear Terry,

This is to inform you that Des Moines Public Schools is submitting the necessary paperwork to the Schools and Library Division (SLD) of the FCC to seek Universal Service Funds (E-Rate) for the qualifying internal connection services that we procure from Graybar, under the terms of the proposal that you submitted in response to our RFP #00-48 and tied to your State of Iowa Contract.

We plan to seek funding in the amount of $1,705,000, which will result in up to $1,094,000 in USF reimbursements, based on Des Moines Schools discounts.

The primary internal connection services we intend to procure from Graybar include services related to network and telecommunication components.

The projects we assign to Graybar are contingent on Universal Service Fund availability, and will be conducted from July 1, 2001 through June 30, 2002.

Please call me at 242-7773 if you have questions.

Sincerely,

Greg Davis
Deputy Director Management Support Services

✕ELL QUOTATION

Ron Meyers
DES MOINES COMMUNITY SCH DIST
1801 16TH ST
DES MOINES, IA 503141901

January 16 2001

SKU #	QTY	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
220-2321	1	Dell PowerEdge 2400 Base,P3K 733MHz Processor w/256K,133 Cache	3,168.39	3,168.39
310-0283	1	Uninterruptable Power Supply, 700V,Stand Alone,Adapter Factory Install		
310-0386	1	Non-Redundant Power Supply Optional PowerEdge 2400 Factory Install		
310-3776	1	Logitec System Mouse,Gray, Servers		
310-4100	1	QuietKey Keyboard,104 Key, 6 Pin,Factory Install		
310-4444	1	Tower Option,for Dell PowerEdge 2400		
311-0847	1	256MB SDRAM,133MHz,2 X 128MB DIMMs,for Dell PowerEdge 2400, Factory Install		
311-0861	1	1X6 Hard Drive Backplane for Dell PowerEdge 2400, Factory Install		
311-5567	1	Processor Terminator Card with Air Baffle,133MHz,for Dell PowerEdge 2400,Factory Install		
313-0372	1	17/40X,SCSI CD-ROM Internal, Black for Dell PowerEdge 2300/		

For your convenience, we have listed your sales representative, your quote number and your customer number which will provide you with faster service when you are ready to place your order.

Prices and tax rates are subject to change.
Business Leasing provided by Dell Financial Services, an independant entity.
' easing Documentation Fee $55

Sales Representative:
AMY DYBALA

Quote #: 53362548
Customer #: 4014949

DELL MARKETING L.P.
(888) 977-3355 EXT 45288

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(888) 820-7454 SALES REP FAX

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